



***Presentation to
Interim Legislative Committee
on Energy Efficiency***

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October 18, 2007



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Overview

- Key Results
- Historic Savings
- Awards and Recognition Since 2005
- Current Program Offerings
- Key Programs by Customer Segment
- Expectations for Next Plan
- Questions?

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Key Results

Since 1990:

- Invested \$409 million in Iowa homes and businesses.
- Saved over 1 billion kilowatt-hours.
- Saved almost 30 million therms.
- Reduced electric peak demand by more than 500 MW.
- Eliminated 1.2 million tons of greenhouse gas emissions, saving enough energy to power 140,522 households for one year.
- Completed over 50,000 home energy audits.
- Recycled or reclaimed materials via appliance recycling program (since 1999):
 - 1.4 million tons of steel
 - 585 switches containing mercury
 - 1,145 pounds of refrigerant
 - 1,965 capacitors

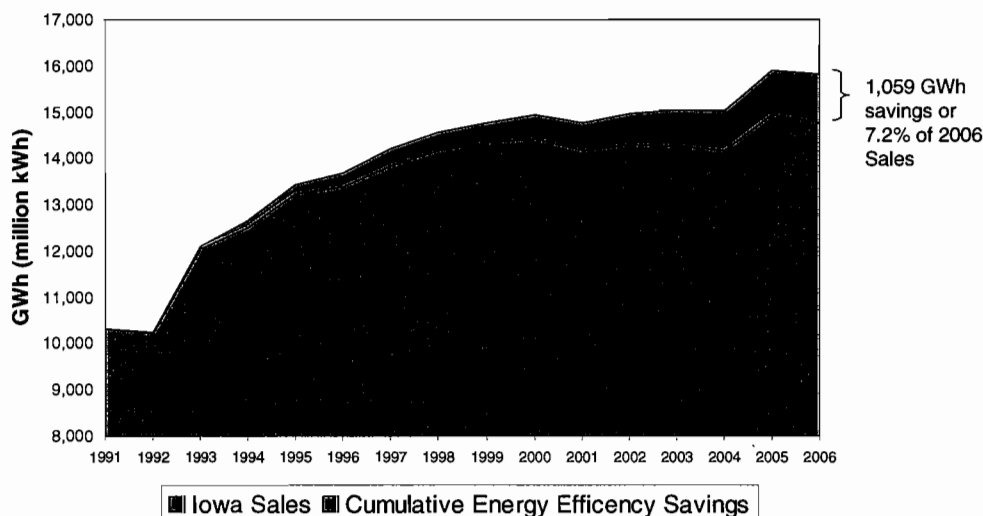
In 2006:

- Invested \$54 million in Iowa homes and businesses.
- Spent 3.9% of electric retail revenue and 2.7% of natural gas retail revenue on energy efficiency programs and load mgmt.
- Created annual savings of 0.8% of the electric sales and 0.9% of natural gas sales. Annual savings is only the first year of a lifetime of savings for each measure!
- Saved 121,000 MWh eliminating 117,000 tons of CO₂. The equivalent of taking 23,000 cars off the road for one year.
- Encouraged 71,000 electric and 21,000 gas participants to implement EE measures.
- Recycled 6,000 inefficient refrigerators, freezers and room air conditioners—by dismantling, then recycling the refrigerant, mercury and metal—removing them from the grid forever.



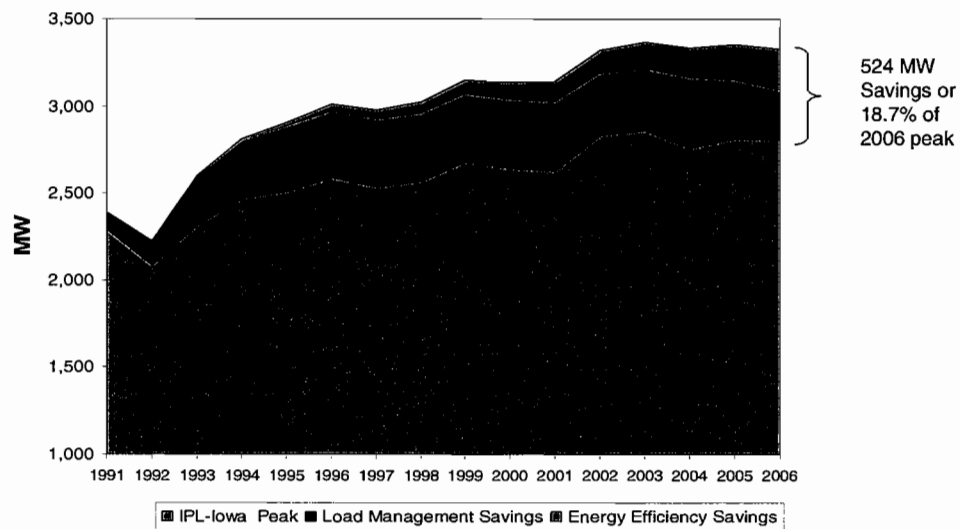
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Historic Savings-Electric Energy

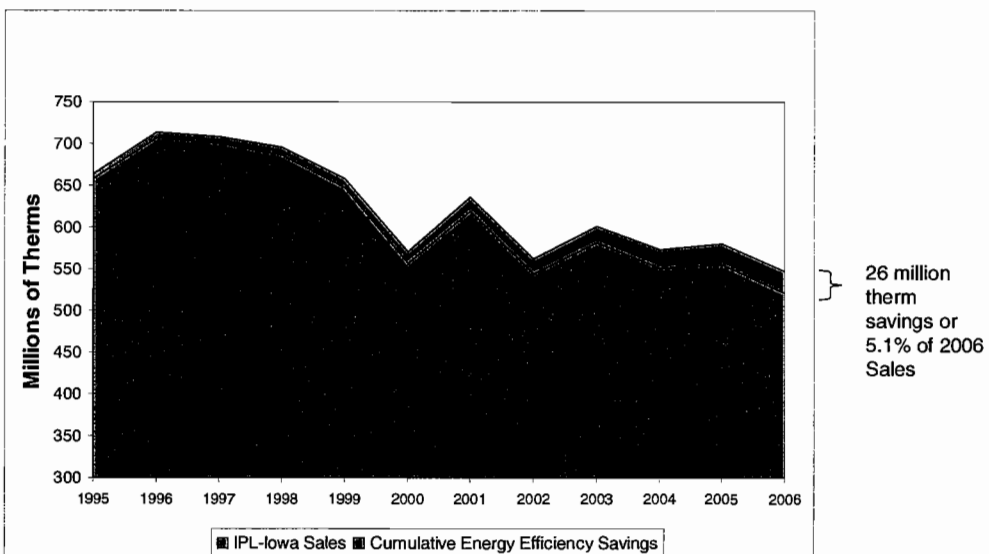


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Historic Savings-Electric Demand



Historic Savings-Natural Gas Energy



Awards and Recognition Since 2005

- Iowa: Governor's Environmental Excellence Award for New Bohemia Solar Project, jointly with City of Cedar Rapids, Thorland Company, IDNR and I-RENEW (2005)
- MEEA: Inspiring Efficiency Marketing Award for Agricultural Audit program (2005)
- U.S. EPA ENERGY STAR: Outstanding Achievement Award for New Homes Program (2006)
- U.S. EPA ENERGY STAR: Excellence in Outreach for Change a Light, Change the World Campaign (2006)
- ACEEE: Exemplary Recognition for agricultural programs in Iowa and Minnesota (2007)
- ACEEE: Honorable Mention for residential new home construction, jointly with MidAmerican Energy (2007)



Current Program Offerings

Product / Service Name	Description	Res	Sm Bus	Ag	C&I
Home Energy Audits	On-site energy efficiency (EE) audit	x			
Load Mgmt - Appliance Cycling	Remote control of AC/water heater	x			
Low Income EE Programs	Equipment rebates, education and weatherization	x			
New Home Construction	Incentives for EE construction of new homes	x			
Appliance Recycling	Safe disposal of secondary appliances	x	x		
Low Interest Financing	Low-interest financing for EE equipment	x	x		
On-line Energy Audit	Online EE audit tool	x	x		
Prescriptive Rebates	Standardized rebates for EE equipment	x	x	x	x
E-Communities (pilot)	Incentives for community-wide EE plan	x	x	x	x
Commercial New Construction	Design assistance and incentives for new building		x	x	x
Custom Rebates	Rebates for EE projects		x	x	x
Performance Contracting	Financing/project mgmt for EE projects		x	x	x
Business Energy Audits	On-site EE audit		x		
Solutions Center	Customer EE newsletter		x		x
Peak Map	Online access to 24 months of load profile data			x	x
Feasibility Studies	Specialized study on EE potential in facility				x
Load Mgmt - Interruptible Program	Credits for load curtailment				x
Farm Energy Audit	On-site EE audit			x	



Residential

Home Energy Audits & Rebates

Features

- Audits
 - Free energy audit
 - Analysis of building construction and tightness, heating and cooling equipment and insulation levels
- Rebates
 - Cash rebates for insulation, heating and cooling, lighting and high-efficiency appliances
 - Participating dealers assist with education and proper installation of energy efficient equipment

Benefits

- Audits
 - Suggestions for behavior, building shell and equipment changes
 - Installation of free measures - CFLs, low-flow showerhead, faucet aerators, water heater blanket and pipe insulation
 - Audit and measures are a \$275 value (prior to rebates)
- Rebates
 - Equipment rebates up to 70% of total cost



50,000 audits have been completed since 1990



Residential

Appliance Recycling

Features

- Environmentally sound disposal of secondary refrigerators, freezers and room air conditioners
- Convenient onsite, in-home pick-up

Benefits

- Up to \$100 annual utility bill savings, per appliance
- \$35 incentive check



2006 Annual kWh savings:

- 5.6 million

Appliances recycled in 2006:

- 1,105 freezers
- 3,885 refrigerators
- 733 room air conditioners

2006 Raw materials recycled:

- 1,357,450 tons of steel
- 585 switches containing mercury
- 1144.6 lbs of refrigerant
- 1965 capacitors



Commercial and Industrial

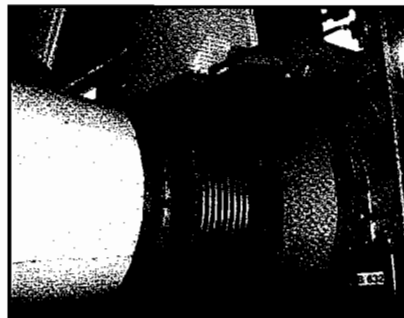
Energy Solutions for Business and Industry: Custom Rebates Program

Features

- Dedicated account managers
- Full range of free services
 - On-site facility assessment
 - Recommendations for complex energy improvements
 - Energy savings and payback calculations
 - Implementation assistance
- Cash incentives

Benefits

- Average annual participant savings in 2006:
 - 352,000 kWh per year
 - 5,300 Therms per year
- Average participant incentive in 2006:
 - \$27,300 for electric participants
 - \$5,100 for gas participants



2006 Annual Program Savings

- 66 million kWh
- 243,000 Therms



Commercial and Industrial

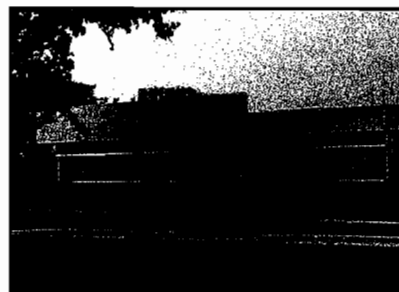
Energy Solutions for Business and Industry: Commercial New Construction

Features

- Incorporates energy efficiency into the building design
- Collaborative design process
- Holistic approach to energy savings
- All project savings are verified
- Incentives
 - Energy Design Assistance (EDA)
 - Design team incentive
 - Customer incentive

Benefits

- Program average annual participant savings:
 - Over 1 Million kWh
 - \$46,000 (energy dollar savings)



Rockwell Collins

- Building constructed in 2006
- LEED Certified
- Annual energy savings: 1.4 million kWh
- Annual bill savings: \$66,000
- Incentive paid: \$182,879



Agricultural

Agricultural Programs

Features

- Dedicated Ag Representatives
- Prescriptive rebates
- Custom rebates
- Free energy audits
 - Whole farm
 - USDA 9006 grant applications; 2007:
 - 34 IPL IA audits; 26 filed for grants/loans
 - 23 IPL customers awarded \$1.23 Million
- Implementation assistance
 - Referrals to qualified contractors
 - New equipment comparisons
 - Recommendations of higher efficiency equipment

Benefits

- Average annual participant savings of 16,415 kWh in 2006
- Average incentive of \$1,123 in 2006



- Lighting, ventilation fans and controller replacements
- Cut electricity bill in half
 - Dale Meyer, Grundy Pork, Grundy Center, IA

2006 Annual Program Savings

- 4.3 million kWh



Expectations for Next Plan

- Overall Plan Design Approach
 - More focus on whole facility approach (home, office, store and factory)
 - Incorporate education more fully as allowed by new 2007 Iowa law
 - Anticipate future changes in federal and state laws, codes and standards
- New Features
 - Assess renewable technologies
 - Assess demand response approaches
 - Investigate and promote emerging technologies
- Continued or Increased Emphasis
 - Collaborate with other utilities, where cost-effective, especially residential
 - Maintain flexibility to add or delete measures
 - Listen to voice of the customer
 - Rely on 1,000+ trade ally network to promote programs
 - Explore mechanisms to reach hard-to-serve segments, especially rental market
 - Adjust programs based on process and impact evaluations
- Questions?

